



**Basic Combustion
Gas School**
April 25 & 27, May 2 & 4

Gas Controls School
May 16 & 18

Dates Set for Trade Ally Breakfast Meetings

Central Hudson's Marketing team is hosting six Trade Ally breakfast meetings in March. These sessions will introduce the Utility's 2006 Marketing Campaign, rebates and other customer incentive programs, while providing participants with an opportunity to discuss marketing and customer service topics. This is also a way to thank trade allies for supporting Central Hudson's heat pump and natural gas promotions.

Those who plan to attend should contact their area Marketing Specialist.

The breakfasts are free. Registration begins at 8 a.m. and the breakfast meeting will be from 8:30 – 9:30 a.m.

Please join Central Hudson at one of the following locations:

Fishkill

I-84 Diner
Route 52, Fishkill
Wednesday, March 15

Poughkeepsie

Palace Diner
Washington Street, Poughkeepsie
Thursday, March 16

Carmel/Mahopac

Arianos
18 Clark Place, Mahopac
Tuesday, March 21 at 12 noon*

Kingston

Deising's Bakery
North Front Street, Kingston
No parking at neighboring diner
Wednesday, March 22



Catskill

Ambrosia Diner
321 West Bridge Street, Catskill
Thursday, March 23

Newburgh

Neptune Diner
Route 17K, Newburgh
Friday, March 24

* Lunch will be served at this location

Central Hudson Marketing Calendar

March 1

24th Annual Builders Association of the Hudson Valley Trade Show

Anthony's Pier 9
Route 9W South
New Windsor
2 p.m. – 7:30 p.m.

March 10

Trade Ally coupon deadline

March 18 — 19

17th Annual Greater Hudson Valley Spring Home and Better Living Show

James J. McCann Center, Marist College
Route 9, Poughkeepsie
Saturday, March 18: 10 a.m. - 8 p.m.
Sunday, March 19: 10 a.m. - 5 p.m.



April 25, 27, May 2 and 4

Basic Combustion Gas School

Kingston Office
120 Route 28, Kingston
Dinner: 5:30 p.m.
Instruction: 6 p.m. – 9 p.m.

May 16 and 18

Gas Controls School

Kingston Office
120 Route 28, Kingston
Dinner: 5:30 p.m.
Instruction: 6 p.m. – 9 p.m.



Aug. 22 — 27

Dutchess County Fair

Dutchess County Fairgrounds
Route 9, Rhinebeck
10 a.m. – 10 p.m.

Sept. 13 — 14

EXPO 2006

Anthony's Pier 9
Route 9W South, New Windsor
10 a.m. – 6 p.m.

Sept. 29

Business Showcase 2006

SUNY Ulster County Community College
Senate Gymnasium
Cottkill Road, Stone Ridge
11 a.m. – 5:30 p.m.

College Realizes Benefits of Geothermal Energy

When the time came for Dutchess Community College to renovate a century-old building in the center of its campus, facilities and maintenance crews faced a number of decisions in updating plant systems with more efficient technology. Their choice of geothermal technology turned out to be a winner.

Dutchess Community College HVAC Supervisor John Clausson reported that the geothermal system has been effective since it was installed in 2004 at Bowne Hall. "It turned out to be the most economical solution in renovating this hall. It is an old building with not much space for adding new heating or cooling components," he stated. "This is the first geothermal system we have installed, but it has been working very well."

College officials became interested in ground source heat pumps after receiving information through a Web cast and seminar sponsored by Central Hudson. After employees from Marketing provided an introduction to the technology, they visited other area institutions that use geothermal heating and cooling systems. They were impressed with geothermal technology after seeing how it was utilized at 20 dormitories and office buildings at Bard College.

In the summer, the system takes advantage of the cooler temperatures found below the ground. Water circulated through wells buried almost 500 feet deep is then used to generate 6,000 to 9,000 British thermal units (BTU) of central air conditioning through 157 console units scattered throughout the building. During the winter, the system uses the constant temperature of the ground (which is usually significantly warmer than the outside air) to provide warmth through the same units that deliver central air conditioning in the summer.



John Clausson, right shows Marketing Representative Kevin Smith how registers are used for both heating and cooling.



John Clausson stands in what used to be Bowne Hall boiler room, which has been outfitted with geexchange pipes.

Marketing Director William Flynn noted that the college's decision to install ground source heat pumps was also influenced by the New York State Energy Research and Development Authority (NYSERDA). When college officials learned of NYSERDA rebates available to commercial customers installing efficient heating and cooling systems, the geothermal system became even more cost effective. To learn more about incentives from NYSERDA go to www.NYSERDA.org.

Geoexchange Technology A Good Fit for Mohonk

When the owners of Mohonk Mountain House in New Paltz decided to construct a new wing to provide guests with a spa, fitness center, and indoor pool they had several options for heating and cooling. They needed an energy-efficient system that would not detract from the natural and peaceful environment that has been attracting guests from all over the United States since the mid 1800s. They chose geothermal energy, and construction began in 2004.

It has now been seven months since a geoexchange heating and cooling system was placed in operation, and plant employees report that the system turned out to be the perfect solution.

“We have been very pleased with the operation of the system; it turned out to be a great fit,” reported Special Project Planner and Manager George Rolfe, who was involved in each step of the planning and construction

stages. “It consistently provides heating and air conditioning to our spa and fitness center, which has been a popular addition to the amenities we offer.”

The system depends on a series of 48 wells sunk almost 500 feet into the earth, where temperatures remain at a constant 52 degrees. Fluid running through the underground pipes draws out this constant temperature to efficiently generate air conditioning during the summer and warmth during the winter.

Geoexchange was the best option for Mohonk Mountain House because it made it possible to construct a new building close to the main building, a National Historic Landmark, without introducing external pipes or exchange fans that come with other types of heating and cooling systems. The geothermal system’s well field—beneath a grassy area used for croquet, shuffleboard and lawn bowling—is virtually impossible to detect.

“One of the reasons geothermal energy worked well for this project is because the system operates very quietly and it is out of sight with no emissions,” Rolfe reported. “This fit in at Mohonk because it allowed us to add a pool and other amenities without impinging upon the quiet and peaceful atmosphere we are known for.”

Rolfe added that the system is very efficient. While the basic technology has been around for over 50 years, recent improvements in materials, design and installation methods make geothermal energy more attractive to resorts, schools, and buildings with high occupancy, fluctuating usage schedules and widely varying heating and cooling requirements within individual zones. “There is very little upkeep with this system,” Rolfe detailed. “The only thing we need to concern ourselves with is replacing filters regularly.”



*Above left: George Rolfe with the geothermal piping.
Left: The gift show in the new spa and fitness wing at Mohonk.*

The building used for the indoor pool is kept at 84 degrees so swimmers will not feel the shock of the temperature change when they step out of the water. Temperatures are lower in the spa and solarium areas. The new system also eliminates naturally occurring moisture from the pool area and uses it to create heat for other rooms during the winter. Heat pumps are also employed to produce radiant heat under the path that leads from the spa solarium to the outdoor mineral bath.

While the added investment of installation causes the initial cost of geexchange to be higher than that of a conventional system, the lower energy and operating costs over the life of the system offset that investment. Mohonk Mountain House also qualified for a financial incentive from the New York State Energy Research and Development Authority (NYSERDA), which promotes energy-efficient building solutions across the state.

Mohonk Mountain House executives and managers became interested in ground source heat pumps after receiving information through a Web cast and seminar sponsored by Central Hudson. Employees from Marketing provided an introduction to the technology and recommended other businesses that use geothermal heating and cooling systems. They were impressed with geothermal technology after seeing how it was utilized at 20 dormitories and office buildings at Bard College.

“We promote geexchange technology through energy fairs and classes and introduce our customers to others who have had a positive experience with this type of energy system,” explained Bill Flynn, Central Hudson’s Marketing Director. “When introducing customers to geothermal technology, professional references can be as important as any materials we can provide.”



Geexchange technology keeps the pool area heated and regulates humidity.

Flynn added that geothermal energy is not being used just for commercial buildings but also for homes. “There is increasing interest in ground source heat pumps for residential use, especially new construction,” he said.

Central Hudson is a member of the Hudson Valley Builders Association and Flynn serves on its board of directors. The last two businesses Central Hudson sponsored for membership in the Builders Association were ground source heat pump installers.

To expand business and make new contacts, call Flynn at (845) 486-5888; he may be able to sponsor your business for membership in the Hudson Valley Builders Association, which has more 200 builders and approximately 400 associate members.

Course in Selling, Installing and Servicing Geothermal Installations

The prospect of continued high energy bills for heating has more consumers asking about geothermal heat pumps every day. More and more contractors are learning to install geothermal heat pumps.

N & S Supply of Fishkill, is sponsoring a two-to three-day installation, sales and certification course offered by ECONAR Energy Systems, the manufacturer of GeoSource® geothermal heat pumps.

Scott Jones, a certified trainer of the International Ground Source Heat Pump Association (IGSHPA), teaches the course. All the needed materials, including custom applications software, are provided. Those who complete the course

will not only be better prepared to make the sale, but also qualified to answer questions, install and troubleshoot the fastest growing technology in the HVAC industry.

The course is taught at the N & S HVAC Training Room, 201 Old Route 9, Fishkill on March 29-31, 2006. The cost is \$369 for the two-day Installation and Sales course and \$129 additional for the third day of certification in service and troubleshooting. Payment is due in advance and seating is limited. The deadline to register is March 10.

If you would like more information or to register, please contact Bob Kussel or Traci Pompilio at N & S Supply at (845) 896-4822.



An important preliminary step in installing geothermal systems is drilling deep wells in an area close to the building.

BENEFITS OF GEOTHERMAL SYSTEMS

- Low operating cost
- Low maintenance
- Low environmental impact
- No exposed outdoor equipment required
- Level seasonal electric demand
- No on-site combustion
- Long life expectancy
- Low-cost integrated water heating option

Natural Gas Lines Expanded in Hyde Park

Central Hudson has completed the installation of a three mile section of pipe that expands natural gas service to a growing section of Hyde Park.

While gas main expansions have become more common in Central Hudson's rapidly growing areas in Orange and southern Dutchess counties, this is the first for Hyde Park in recent memory. Prior to this project, Central Hudson's natural gas system in Hyde Park ended near the corner of Route 9 and Market Street. It now extends two miles from that point in the shape of a horseshoe, going east to serve existing developments on Howard Avenue and Hudson Drive, back

to Route 9 along Vanderbilt Lane, and then north for a mile where it links to new housing developments.

The line was planned to meet the growing demand for natural gas in the area. Spurring the demand are several residential developments under construction or in the planning stages. One of the beneficiaries of the line, the Huyler Glen housing development on Route 9, is using the new natural gas service. River Ridge, also on Route 9, and other



River Road on route 9 will be served by the expanded natural gas line.

developments are expected to connect to the line in the near future.

Natural gas is the preferred fuel for new homes. It is easier to outfit a home with natural gas appliances, and it allows contractors to forego traditional chimneys when building homes.

Hotline for Choosing an Energy Supplier

Central Hudson is offering the toll-free telephone number (866) 763-8593 to provide customers with assistance and information on the Customer Choice program, which offers the opportunity to purchase electric and natural gas supply from competitive marketers.

“Many of our customers have questions about their energy supply options and choosing a natural gas or electric service company to supply their energy as a result of deregulation,” said Customer Quality and Services Specialist James Van Tassell.

“This dedicated line is a fast and efficient way to get answers and discuss concerns one-on-one.”

Customer Choice allows home and business owners to shop for natural gas and electric supply from among competitive companies. No matter from whom customers purchase their energy supply, Central Hudson remains their local delivery company, continuing to provide an array of customer services and maintaining natural gas and electric facilities.

CONFUSION CONCERNING ENERGY CHOICE?

Call for help understanding your options in selecting a new electric or natural gas supplier:

1-866-763-8593



Trade Ally Gas Schools Have Moved to Kingston

For more than 20 years, Central Hudson has offered valuable training on basic natural gas combustion and gas heating controls. Nearly 3,000 contractors have been trained on natural gas operation and equipment. These highly successful schools, offered every spring and fall, are well attended.

Central Hudson's natural gas schools have been completely revamped and will take place at the Kingston office at 120 Route 28 in Kingston, just west of the Thruway traffic circle.

Both types of training will be offered this spring. Basic Combustion is a four-session class that offers a comprehensive introduction to natural gas properties, combustion theory, venting, codes and gas appliance troubleshooting. Controls is a two-session class covering the operation and proper installation of system wiring, controls, thermostats, aqua stats and relays. The function, op-

eration and proper installation of each component will be reviewed.

Class size is limited due to the importance of hands-on learning. Small classes allow students to work directly on equipment, troubleshoot and repair problems at workstations. Students also receive individual attention from Central Hudson's commercial representatives.



All classes are held on Tuesday and Thursday evenings. Basic Combustion will be held on April 25, 27, May 2 and 4; and Controls will be offered May 16 and 18. A buffet dinner for both schools begins at 5:30 p.m. and classes run from 6 to 9 p.m. The registration fee of \$125

for each course includes instruction materials, food and refreshments.

Call Veronica at (845) 486-5550 to register

New Policy for Single-meter Residential Natural Gas Service Installations

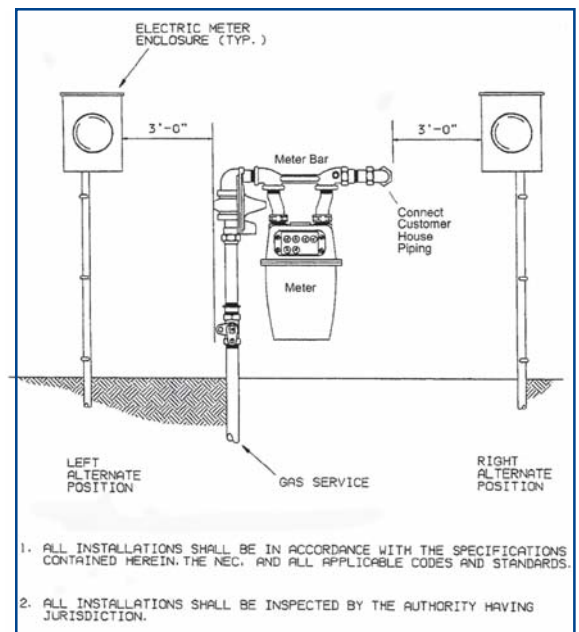
To improve efficiency and responsiveness, Central Hudson has amended some procedures for single-meter residential natural gas service installations

New natural gas services are now being installed with the meter bar, which is the prefabricated connection between the gas riser and the customer's house piping. In addition, customers and contractors are now required to connect the house piping to the outlet side of the meter bar.

This change does not alter the current procedure for reporting pressure test results. The pressure test form will still be required before the meter can be installed on the prefab meter bar and the service unlocked.

Shown at right is a diagram from Central Hudson's standard for "Separation of Electric and Gas Meters," which shows a meter bar. This standard can also be found in Central Hudson's "Specifications and Requirements for Gas Installations," which can be accessed through the Web site, www.CenHud.com.

Those with questions on this procedural change should feel free to contact the Marketing Specialist in their area.



Managing Energy Costs Over the Winter Months

Rising energy costs concern everyone, and Hudson Valley residents and business owners should pursue ways to lower their energy bills this winter. Controlling energy use is an especially effective tool in managing bills.

Central Hudson is promoting energy conservation to help residents and businesses better-manage their energy use and costs. The utility's campaign, "Using Energy Wisely," appeared on local newspapers and radio stations. Central Hudson customers also received informational materials in their bills during January and February.

"Conservation makes a substantial contribution in lowering bills. There are many no-cost and low-cost ways through which customers can reduce their energy consumption," said Charles A. Freni, Senior Vice President of Customer Services. "When it comes to managing energy costs, we want our customers to be aware of all their options and of the resources available to them. While we've always promoted energy conservation as a method of managing bills, we're placing special emphasis on conservation this year in light of higher energy supply prices."

In addition to energy conservation, the ad campaign promotes Budget Billing (dividing annual bills into even monthly payments to avoid seasonal swings in energy bills), Customer Choice (an option allowing customers to choose independent suppliers for their energy supply, and to investigate special pricing programs, such as fixed or capped prices), and other ways for customers to manage energy bills.

Information on Energy Conservation, Budget Billing and Customer Choice can be found on Central Hudson's web site at www.CHEnergyGroup.com, or by calling (845) 452-2700 or (800) 527-2714. Central

Using Energy Wisely
All fuel prices are up. Here are some tips to keep your energy bills down.

Keep The Cold Out
Reducing air leaks could cut 10 percent from an average household's monthly energy bill. For example, consumers can:

- Seal leaks around doors, windows, and other openings such as pipes or ducts, with caulk or weather-stripping. The most common places where air escapes in homes are:

- 1 doors, walls, ceilings
- 2 ducts
- 3 fireplace
- 4 plumbing penetrations
- 5 doors
- 6 windows
- 7 fans and vents
- 8 electric outlets

Use Energy Wisely

- 1 Set thermostat between 65 and 70 degrees during the winter, and at 58 degrees when away from the house for more than a few hours. Bear in mind that warmer temperatures are recommended for homes with ill or elderly persons or infants.
- 2 Turn down thermostat automatically without sacrificing comfort by installing an automatic setback or programmable thermostat.

SAVINGS: Get annual heating bills by as much as 15 percent per year by turning your thermostat back 10 percent to 15 percent for eight hours per day.

- 1 Change or clean furnace filters once a month during the heating season. Put a reminder note on each calendar page today.
- 2 Warm air rises, so use registers to direct warm air flow across the floor.
- 3 Close rooms and doors in unused rooms and close dampers on unused fireplaces.

Natural Gas is America's most popular heating fuel. And thanks to efficiency gains, the average American home uses 22% less natural gas than it did in 1980.

Plan for Long-Term Energy-Efficiency Improvements

- 1 Check to see if attic and basement have the recommended levels of insulation.
- 2 Check the heating system and replace old, outdated appliances with high-efficiency models. When buying new appliances, compare energy efficiency ratings and annual operating costs.
- 3 Install storm or thermal windows and doors or double-paneled glass. A low-expansion alternative is plastic sheeting, which can be temporarily fastened over doors and windows to prevent drafts and retain heat.

Remember, you have the right to choose an alternative natural gas or electric supplier other than Central Hudson.

Central Hudson
Gas & Electric Corporation

To learn more about efficiency, program assistance, choosing another supplier, or anything mentioned in this ad, speak to a customer service representative at (845) 452-2700 or (800) 527-2714 or visit our website: CHEnergyGroup.com

Full-page advertisements like this one have appeared in newspapers throughout Central Hudson's service area.

Hudson also has free booklets that offer energy conservation tips. Finally, customers interested in obtaining an energy audit of their home or business may contact the New York State Research and Development Authority (NYSERDA) toll-free at (866) NYSERDA, or on the Web at www.nyserdera.org.

Central Hudson Sponsors Forum on Building Green

Central Hudson demonstrated support of energy efficient building technologies by sponsoring and participating in a seminar titled "Building Energy Smart: Can you afford not to?" at Marist College in January. Organized by the New York State Energy Research and Development Authority (NYSERDA), the event attracted approximately 325 architects, engineers, business owners and homeowners from Dutchess and surrounding counties.

Participants heard presentations on building green from architect Lawrence Linder of Foss Beacon Group, energy efficient lighting from Adam Boese of the Daylight Savings Company, containing rising costs of heating and cooling from



Central Hudson's Media Relations Specialist John Maserjian spoke on energy conservation and net metering.

Andrew Fischer of Choose Green Energy, and understanding photovoltaic energy from Dave Martingdale of Sunwise Energy. Patrice Courtney, Mid-Hudson Energy Smart Coordinator, detailed financial and technical assistance available to those using environmentally conscious construction methods.

Media Relations Specialist John Maserjian described how Central Hudson promotes energy conservation and encourages customers to use energy wisely. He detailed the net metering program, which allows users of solar photovoltaic and wind energy systems to credit excess electricity produced back to the utility. "When excess energy is produced, the meter will spin backwards, reducing electric use at the next meter reading," he said. "Central Hudson's program currently includes one wind and 80 solar grid-connected powered systems."

Maserjian noted that energy use in the Mid-Hudson Valley has grown, due partly to new development in the region, but also because the amount of energy used by individual homes and businesses is on the rise. "With higher market prices for energy and increasing usage, building with energy conservation in mind is increasingly important, both in terms of financial savings as well as preserving our natural resources."



Patrice Courtney, NYSERDA's Mid-Hudson Energy Smart Coordinator.

In addition to hearing presentations, participants learned about new and efficient technologies by visiting booths and networking with industry professionals.

In her opening greeting to participants, Courtney expressed gratitude to Central Hudson. "This utility has been absolutely terrific since we started our project four years ago; they share our perspective that this work starts with consumer concerns," she stated. "Central Hudson now views NYSERDA as an additional resource in finding how these consumers might bring down their energy bills."



2006 Programs for Residential and Commercial Customers

Gas Heat Conversions

For customers not requiring a gas service

- \$250 rebate (for first 100 customers with a maximum of three units per building)
- 9.25% personal financing (\$1,500 to \$9,900)
- free removal of oil

For customers requiring a gas service

- 9.25% personal financing (\$1,500 to \$9,900)
- free removal of oil

Air Source Heat Pumps

- first-time residential installations only; maximum of three per building
- new construction requires fossil fuel back up
- \$150 per ton with a maximum \$300 rebate to first 100 customers
- 9.25% personal financing (\$1,500 to \$9,900)

Ground Source Heat Pumps (Geothermal)

- first 30 residential installations receive \$1,000 rebate (only one per building)
- 9.25% personal financing (\$1,500 to \$9,900)

For More information and Details Call the Central Hudson Marketing Representative at the Number Listed Below, or Dial Toll Free at (800) 872-8781.

Effective 2/1/2006

Bill Flynn - Marketing Director

- Large Commercial Gas Services
- Commercial Geothermal Heat Pumps
- Trade Ally Key Representative
- Market Research

284 South Ave., Poughkeepsie, NY 12601

Phone: (845) 486-5888 Fax: (845) 486-5593

Email: wflynn@cenhud.com

Marketing Programs

Veronica Bardunias – Marketing Specialist

- Trade Ally Liaison
Catskill/Kingston/Poughkeepsie

284 South Ave., Poughkeepsie, NY 12601

Phone: (845) 486-5550 Fax: (845) 486-5593

Email: vbardunias@cenhud.com

Marketing Programs

Carol Anne Wilson – Marketing Specialist

- Water Heater Lease Program
- Outage Notification Program
- GenerLink (for existing customers only)
- Loans

284 South Ave., Poughkeepsie, NY 12601

Phone: (845) 486-5248 Fax: (845) 486-5593

Email: cwilson@cenhud.com

Poughkeepsie Area, Central and Northern Dutchess County

Toni McDowell - Marketing Specialist

- Lighting, Heat Pumps and Natural Gas

284 South Ave., Poughkeepsie, NY 12601

Phone: (845) 486-5551 Fax: (845) 486-5598

Email: tmcdowell@cenhud.com

Greene and Northern Ulster Counties

Cathy Doyle - Marketing Specialist

- Lighting, Heat Pumps and Natural Gas

120 Route 28, Kingston, NY 12401

Phone: (845) 334-3558 Fax: (845) 338-5075

Email: cdoyle@cenhud.com

Newburgh Area and Southern Ulster County

Kevin Smith - Marketing Specialist

- Lighting, Heat Pumps and Natural Gas

610 Little Britain Rd., New Windsor, NY 12553

Phone: (845) 563-4582 Fax: (845) 563-4503

Email: ksmith@cenhud.com

Southern Dutchess and Putnam Counties

Kelly Devens - Marketing Specialist

- Lighting, Heat Pumps and Natural Gas
- Carmel/Fishkill/Newburgh Trade Ally Liaison

25 Central Hudson Way, Fishkill, NY 12525

Phone: (845) 897-6176 Fax: (845) 897-6130

Email: kdevens@cenhud.com

Partner with Central Hudson

Central Hudson's Marketing employees are reaching out to heating and cooling system contractors with an offer to include coupons for their businesses in informational packets. More than 2,500 of these packets are distributed annually to customers through mailings and at fairs and trade shows throughout the Hudson Valley.

A color coupon sheet is included along with a variety of information for customers who may be interested in making a change in their home heating or cooling system. Central Hudson features coupons from businesses in the following packets: 1) Natural Gas Heating, 2) Super Central Air Systems, and 3) Geothermal Heat Pumps.

“This is an economical opportunity for businesses to get targeted advertisements into the hands of those customers

interested in purchasing new central air systems, heat pumps or natural gas heating equipment,” reported Marketing Director Bill Flynn.

Businesses have until March 10 to include their coupons in the next series of Central Hudson's informational packets. Send Central Hudson a copy of the coupon or provide the complete details so a coupon can be designed. In order to be included, all coupon information must be received by March 10. To participate or receive more information, please contact Energy Marketing Specialist Veronica Bardunias at (845) 486-5550.

